

## COMPETITION CALENDAR

(subject to change)

Tues, September 27, 2011

**Informational Reception:**

4-6pm, Jackson Student Center

Fri, Oct 7, 11:30am-1:30pm, ASM 1065

Business Planning Seminar

Fri, Oct 21, 11:30am-1:30pm, ASM 1065

Business Planning Seminar: Financials

**Required** for EC & TBPC: 10/21 or 3/23

Fri, Nov 11, 11:30am-1:30pm, ASM 1065

Business Planning Seminar

Wed, Feb 8, 2012, before 5:00pm

'Intent to Present' form due (in Rules pack)

Fri, Feb 10, 11:30am-1:30pm, ASM 1064

Business Planning Seminar

Fri, Feb 24, 11:30am-1:30pm, ASM 1064

Business Planning Seminar

Fri, Mar 23, 11:30am-1:30pm, ASM 1064

Business Planning Seminar: Financials

**Required** for EC & TBPC: 10/21 or 3/23

Thurs, Apr 5, before 5:00pm

Written Plan and 'Entry Form' due

Fri, Apr 13: **EC** Semifinalists Notified

Fri, Apr 20: **COMPETITIONS**

Morning: presentations by all teams\*

Afternoon: presentations by finalist teams\*

Evening: awards reception and banquet\*

**\*All members of teams are required to attend your team's presentation(s) and the awards banquet, regardless of whether or not your team makes the finals.**

## UNM CENTER for SUPPORT of ECONOMIC DEVELOPMENT

<http://csed.mgt.unm.edu>

Dr. Sul Kassicieh, Director

- ◆ Sul Kassicieh, Ph.D., Distinguished Professor (505) 277.8881, [sul@unm.edu](mailto:sul@unm.edu) (TBPC & EC)
- ◆ Raj Mahto, Ph.D., Assistant Professor (505) 277.2423, [mahto@mgt.unm.edu](mailto:mahto@mgt.unm.edu) (EC only)
- ◆ Jennifer Bayley, Program Manager (505) 277.6172, [jennobi@unm.edu](mailto:jennobi@unm.edu) (TBPC & EC)

EC: <http://ec.mgt.unm.edu>

TBPC: <http://techbizplan.mgt.unm.edu>



## UNM TECHNOLOGY BUSINESS PLAN COMPETITION (TBPC) and UNM ENTREPRENEURIAL CHALLENGE (EC)



*Outstanding  
Entrepreneurial  
Opportunities*



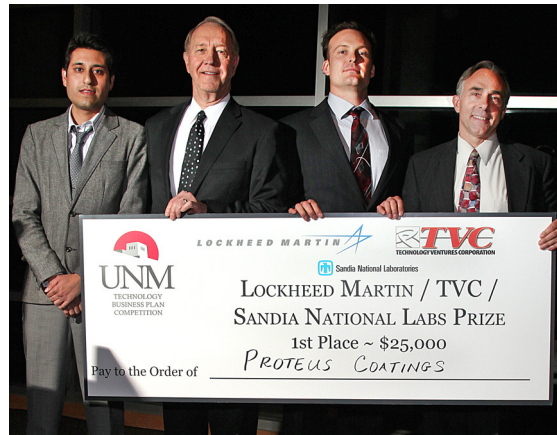
## EXPAND YOUR POSSIBILITIES...

*“The UNM Technology Business Plan Competition is an unprecedented opportunity. I am not sure that without it my partners and I would be pursuing our own start-up firm. The competition allows students from diverse backgrounds to get their feet wet by meeting entrepreneurs, venture capitalists, scientists and engineers. It allows the opportunity to exercise all the business disciplines within a real business paradigm. This competition was the capstone of my MBA education.”*

— **J.B. Tuttle**, Marketing Director for Microtection, winner of the 2009 TBPC and presenter at the 2010 TVC Equity Symposium

## UNM TECHNOLOGY BUSINESS PLAN COMPETITION (TBPC)

Now in its 7th year, the **Technology Business Plan Competition (TBPC)** gives students from management, engineering, law, medicine, and other disciplines the opportunity to move technologies into the commercial marketplace by connecting technology entrepreneurs with potential investors. Official Rules & Regulations contain much helpful information and should be read thoroughly as a first step in the process—see TBPC website.



**NOTE:** Specifically focused on creating new technology companies that venture and/or angel capital professionals could actively fund, **the TBPC is not open to projects better suited to the Entrepreneurial Challenge (EC), even if the project includes a technology component.** Students should check with Dr. Sul Kassicieh, [sul@unm.edu](mailto:sul@unm.edu), early in the process to verify which competition is a better fit.

## UNM ENTREPRENEURIAL CHALLENGE (EC)

In its 2nd year, the **Entrepreneurial Challenge (EC)** is a generalist competition, allowing students to create new small firms in many aspects of business. The major goal of the Challenge is to provide an incentive and an opportunity for entrepreneurial students to create in NM new entrepreneurial businesses. Official Rules & Regulations contain much helpful information and should be read thoroughly as a first step in the process—see EC website.

**Wed, Feb 8, 2012, before 5:00pm**  
**‘Intent to Present’ form due**  
(part of complete Rules on website)  
**SEE REVERSE for COMPETITION  
CALENDAR and WEBSITES...**

